

## FREQUENTLY ASKED QUESTIONS – NEW EDUCATIONAL REQUIREMENTS FOR THE REAL ESTATE SECTOR.

These are a selection of questions that have been posed by real agents about the new educational requirements for the Real Estate sector.

### 1. **Forward me any documentation you have available about these new things for agents?**

It will take a week to forward all documents about the “new things”

You can go to the following websites for more information (it is your responsibility to stay up to date with these trends):

- The new qualification for agents is registered on the NQF by SAQA: [www.saqa.org.za](http://www.saqa.org.za)
- Real estate falls under Service Seta: [www.serviceseta.org.za](http://www.serviceseta.org.za)
- You will also find information on EAAB: [www.eaab.org.za](http://www.eaab.org.za)  
The draft regulation in particular says it all (download it from the EAAB website).
- Institute of Estate Agents - Regional Offices as at April 2008

BORDER REGION	Tel: (043) 748-1156	<a href="http://www.ieasaborder.co.za">www.ieasaborder.co.za</a>
CENTRAL REGION (Central Region is currently being restructured)	Contact: IEASA National	
EASTERN REGION	Tel: (011) 918-0730	<a href="http://www.ieasaeastern.co.za">www.ieasaeastern.co.za</a>
FREE STATE & N CAPE REGION	Tel: (051) 436 3385	<a href="http://www.ieasavsnk.co.za">www.ieasavsnk.co.za</a>
KZN DURBAN & COASTAL REGION	Tel: (031) 207-7330	<a href="http://www.ieasakzn.co.za">www.ieasakzn.co.za</a>
LIMPOPO REGION	Tel: (015) 295-2122	<a href="http://www.ieasalimpopo.co.za">www.ieasalimpopo.co.za</a>
NORTH REGION	Tel: (012) 362-6361/7	<a href="http://www.ieasanorth.co.za">www.ieasanorth.co.za</a>
PMBURG & INTERIOR REGION	Tel: (033) 394-220	<a href="http://www.ieasapmb-l.co.za">www.ieasapmb-l.co.za</a>
SOUTH EASTERN CAPE REGION	Tel: (041) 364-2805	<a href="http://www.ieasasecape.co.za">www.ieasasecape.co.za</a>
WESTERN CAPE REGION	Tel: (021) 531-3180	<a href="http://www.ieasawcape.co.za">www.ieasawcape.co.za</a>
 IEASA NATIONAL	 Tel: (021) 531-2074	 <a href="http://www.ieasa.org.za">www.ieasa.org.za</a>

## THE ENVIRONMENT (SAQA AND SETA AND EAAB)

### 2. **What is the effective date?**

The ‘effective date’ will be set once the regulations are signed off by the minister and made law. At present the effective date is likely to be 1 June 2008. This date will then effectively be the ‘cut off date’ and agents registered with the EAAB before this date must attempt to earn the qualification through RPL and those registered after this date must serve a 12 month candidature-ship and earn the same qualification through formal training and assessment with an accredited training provider (accredited by the Services SETA for this qualification specifically – and they must be able to prove this accreditation to you).

### 3. **Is RPL compulsory? Who must do it?**

Yes RPL is compulsory. All existing agents must attempt RPL to earn the FETC qualification in Real Estate by 2011. This fact is stated in the draft DTI/EAAB regulations. The RPL process will identify gaps in knowledge and these can be bridged through further formal training and assessment. These gaps must be bridged by end 2013. RPL can only be offered by an accredited RPL centre (accredited by the Services SETA specifically for this FETC Real Estate – they must be able to prove this to you.)

### 4. **Due to the fact that the new syllabus has not been approved of yet – is there a chance that the RPL will change and then what if I have completed it, will I have to do it all over again?**

The new syllabus and qualification FET Certificate Real Estate was registered on an NQF level 4, ID no 59097. It has been approved of and was released 28th Nov 2007. This qualification stands until Dec 2010, It is, therefore, safe to start with the RPL process because it will not change for at least another three years.

Visit the following website to view the full qualification: [www.saga.org.za](http://www.saga.org.za) (South Africa Qualifications Authority)

The service provider that you will use to do RPL had to go through lengthy processes in order to offer RPL, their material had to be assessed and accredited by the relevant Seta. They have to have a registration number in order to offer RPL in Real Estate. Make sure that you make use of a proper Assessment Centre not to fall prey to theft and fraud.

**5. I've been an agent for 4 years, do I have to write the new EAAB exam?**

All registered agents that have been in the industry for 5 years or longer as of the effective date (see question 1 re effective date) are exempt from the new exam (called the Professional Designation Examination -PDE). However, these agents are not exempt from completing the FET Certificate in Real Estate. All agents who have been in the Industry for less than 5 years (as at effective date) will have to do the PDE exam after they have completed the FET Certificate Real Estate.

Only once you have completed both the qualification (compulsory for all) and the PDE (either by writing it or being exempt) will you be able to get your Fidelity Fund Certificate post 2011.

**HOW DOES THIS AFFECT THE AGENT AND/OR PRINCIPAL**

**6. With regards to this new qualification, what is the next step as a principal?**

Firstly, make sure that all your agents know what they have to do (get the qualification) and by when (2011). Make sure they are informed and have access to information and an accredited provider. All existing agents must have completed the RPL process for the Further Education & Training Certificate (FETC) in Real Estate by December 2011.

**7. If an agent is new in the Industry and has just written and passed the "old Board Exam" must he still do the new qualification?**

The EAAB exam is simply a part of the new FETC qualification. All existing agents in SA will have to get the new qualification through the RPL process, whether you have been an agent for 6 months, 6 years, or 16 years. An agent, who has been in the industry longer, will probably find it easier to gather evidence though, whereas the new agent might have to work harder to gather his/her evidence.

**8. I have completed the 'old' FET Certificate recently – do I still have to do the whole RPL process for the 'new' FETC certificate?**

Qualifications are updated constantly and the 'old' FETC qualification (SAQA ID number 24454) has expired and been replaced by the 'new' updated FETC certificate (SAQA ID 59097). If you have completed the 'old' FET Certificate Real Estate you will be exempt from most of the new FET Certificate Real Estate. But you will have to do some top-up assessments to meet all the requirements because the qualification has changed slightly. The new regulations specifically mention the 'new' FETC in Real Estate (by number) as being the required qualification.

**9. Why do the costs seem so high – especially in these difficult times?**

Formal education comes at a price. At the end of the RPL process you will be awarded a nationally registered qualification that has been benchmarked internationally. Any qualification at a College or University will cost you tens of thousands of rands. The RPL fee covers the entire RPL process and all the assessment materials and SETA administration. Most providers will charge fees in line with the agreed 'rack rate' (set by the Services SETA). The rack rate for RPL for this qualification is R10 000 (Vat inclusive), which is why the SETA bursary is R9000 (Vat exempt).

**10. There is someone in my area who claims to offer some RPL at a fee of R1000. Why should I pay almost R10 000 if I can get it at R1000? Is this just a money making scheme?**

No, it is not a money making scheme. A great deal of work goes into designing RPL instruments, training and registering assessors, moderators and verifiers (these are staff that all RPL providers must employ and they must be in place to be accredited by the Services SETA). There will always be fly-by-night providers – so be very careful not to be caught due to a lack of knowledge. It is up to you to ensure that the RPL provider you use is registered with the relevant Seta (in the case of Real Estate it is Service Seta). If they are accredited they can do the RPL assessments, the moderation, and upload your results to the SETA and issue you with your certificate. Take care to check that the provider you select is fully accredited (check their accreditation certificate or letter). If they are not the RPL may cost R1000 but you will not get any credits.

**11. Can you please forward me an annual training program for estate agents for 2008?**

Go on the IEASA regional websites as referred to in clause 1 for all the relevant information re training as all IEASA offices are autonomous and have different training and membership benefits.

You can also visit Service Seta website ([www.servicseta.org.za](http://www.servicseta.org.za)) to check which providers are accredited (although this section is not always up to date).

**12. If we don't think the 'new' FET Certificate Real Estate NQF level 4 covers everything that an agent needs to know can we get it added?**

No, the NQF 4 qualification is now final and has been registered by SAQA (28 November 2007). But all qualifications are reviewed every three years – and the date for review is December 2010. So, keep your comments and address them to the Services SETA to be considered in that review.

**13. I've been selling houses for 18 years, do I really need the new FET Certificate?**

Yes, all registered agents in SA have to have the new qualification. And you have to start your journey towards achieving the qualification through RPL. Areas that you are not able to show competence in will then be addressed after the RPL through formal training and assessment. (Note that many agents will be able to show full competence during the RPL process and will not have to attend any additional training.)

**14. I've been an agent for 7 years, can I offer training now?**

In order to train in the SETA/ SAQA environment you must be a subject matter expert and an educationalist (at least be a registered facilitator and assessor). You must then work for an accredited provider, as only accredited providers can award nationally registered credits. Many people see education as an easy way to make money but it really isn't. The barriers to entry are high and competition is tough.

**15. How long will it take before I will receive my FET Certificate?**

It depends on you. Where you are paying for the RPL you can elect to enrol to do the RPL step by step (module by module) or you can enrol for the full qualification in one go. Where you are paying for yourself you can ask for extensions and delay your submissions. However, if you are awarded a bursary you will need to meet set deadlines and submission dates. Some people can complete the full qualification in a few months (the record so far is 6 weeks) while others may take 3 years! It really is up to you.

The RPL process is designed to match each candidate according to his own pace and financial position.

**16. How will I know if the course I am doing is accredited?**

Ask the RPL centre for their SETA decision number, and ask to see either the letter or certificate that specifically states they are registered by the SETA for the FETC Real Estate NQF 4 (decision number 59097). It is crucial that you only make use of an accredited assessment centre or training provider. If you use a provider that is not accredited (for this specific qualification) you will not earn your credits and all the work you will do will be for nothing.

**17. For how long will my FET certificate be valid?**

It is a qualification that you earn. It will be valid forever. However, you will have to maintain your industry knowledge through Continuing Professional Development (CPD) with the EAAB and Services SETA. Details of this will be available from the EAAB in due course.

**18. After receiving my FET certificate, will I still need to do other training?**

After an agent receives his FET Certificate, you will keep your industry knowledge up to date through Continuing Professional Development (CPD). Other training that an agent might want to do will still be up to you – but it may not ‘count’ towards a formal qualification.

**19. How will an assessor be able to assess my 25 years experience? (I started selling even before they were born)**

All registered real estate assessors have to be subject matter experts. They can only get this status as a constituent assessor and registered assessor if they can prove their own competency levels. The FETC Real Estate prescribes the level of qualifications and experience that an assessor must have. The assessor assesses against the unit standards – which are prescribed and registered by SAQA, so the element of subjectivity is reduced considerably.

**20. Can I trust an assessment?**

Assessors will lose their status to assess if they don't comply with the code of conduct of the Services SETA. They must uphold the level, standards, assessment principles and act with integrity in all assessment situations

**21. I am a qualified agent and did receive some information regarding the new training available. What I would like to know is, what is the next step for me if I would like to qualify myself as a Principal. Can I just complete the specific course and if so when is the next opportunity?**

If you are wanting to be a Principal BEFORE the effective date (see question 2) then you will register with the EAAB in the usual way with the usual supporting documents. You will then embark upon the RPL process for principals (who need to RPL NQF 5 in Real Estate – this qualification will be registered shortly and then RPL will commence). If you want to

register as a principal AFTER the effective date the situation is unclear and we are waiting to hear from the Board how they will deal with prospective principals.

**22. The FET certificate for estate agents is on NQF level 4. Principals must have a qualification on NQF level 5. Must they be certified on SAQA QUAL ID 59097 which is on level 4 as well as further training? Which additional courses must they do, or will there be a specific SAQA QUAL ID on level 5?**

The FET Certificate Level 4 is not compulsory for principals. They can wait for the NQF 5 Real Estate (which will be registered by SAQA shortly). Once the qualification is registered, principals will be able to start their own RPL process to achieve it. However - a number of principals who have attended the FET Certificate Real Estate level 4 RPL workshop have reported that they have found the process personally beneficial. But it is not compulsory.

**23. Will I be able to pass the new qualification?**

We don't use the terms 'pass' and 'fail' any more – nowadays we say people are either 'competent' or 'not yet competent'.

Anyone can be found competent for the new FETC Real Estate qualification as long as they put in sufficient effort and time. If you are found "Not yet competent" then you have up to two chances to remediate (what we used to call 'writing a supplementary') and gather more evidence. There is a separate charge for this remediation so it is better to try and get it right the first time. Alternatively you may elect to attend bridging training and be assessed rather than remediate (there may be a cost for this bridging training as well).

**24. Is this really important?**

Apart from the fact that it is really important for the Industry to finally have a proper minimum education level so that it can become more professional, it is also going to be law that agents get the qualification. So, agents don't have a choice whether they want to get this new qualification or not. If you want to stay in the Industry you must get the qualification.

**25. Can I arrange for down payment and terms?**

You will have to arrange with your company or a bank to assist you with funding if need be. One cannot enroll at university and pay the fees off in self-determined installments. If you don't not have access to a bursary through either your company or your provider then you will have to borrow money to fund the RPL process. Very few providers (if any) have registered under the National Credit Act to advance credit and take installments.

**26. Where and how must I start?**

Do your own research in order to find an accredited assessment centre ([www.serviceseta.org.za](http://www.serviceseta.org.za) has a list but it is not always up to date so you may need to call their ETQA or the Property Chamber within the SETA for an up to date list of providers) . Once you have decided which service provider you want to go with you will enroll. Do some research though – not all providers offer the same RPL process and some have more support than others. Go with a provider that matches your needs. This may not always be the cheapest but it will be the best provider for you.

Also, be aware of changing providers mid way – providers are not obligated to cluster their qualifications in the same way so you may find yourself duplicating credits and missing credits out. It is best to chose correctly from the beginning and follow one providers' process through to the end.

**27. Which qualifications will count for your PoE?**

Prior Learning Centre has been working on a draft exemption matrix with the EAAB. During the first two days of RPL preparation, we work through this exemption matrix. It is during this session that you get to know about the credits and exemptions that you already have so that you don't waste time completing assignments or submitting evidence for credits that you already have.

Common exemptions include 40 credits for the two languages if you have matric + 16 credits if your matric includes maths. Then if you have written the EAAB board exam you have an additional 18 credits. The whole FETC Real Estate is made up of 150 credits, so having exemptions for 40 (matric languages) + 16 (matric maths) + 18 (EAAB board exam) leaves you with only 76 credits to achieve to get the full qualification! That reduces your work load substantially

**28. Is getting this qualification going to help me be more effective in my day to day work?**

Yes. When you work through the RPL clusters, assignments and questions and compile the PoE, you begin realize how many basics you overlook which are crucial to being a success in the real estate field. The entire RPL process is actually very educational and most people do enjoy it.

**29. Will there be study loans or bursaries available and how will the applications work?**

You will have to find out from your financial institution whether they will lend you money for this qualification (student loan). Also, from time to time, bursaries will be available from Service SETA. The various providers will impose conditions on learners who accept these bursaries. Individuals are welcome to complete the self-assessment form on Service Seta website in order to stand a chance to qualify for a bursary. Finally, employers who pay their Skills Levy to the SETA may apply for bursaries as an employer. The SETA requires companies who qualify for bursaries to complete their Workplace Skills Plans and Annual Training Reports and comply with Employment Equity criteria.

See [www.servicseta.org.za](http://www.servicseta.org.za) for more information on this process.

**30. If I have a partially completed degree, will the subjects I have passed be taken into consideration?**

Learning is never wasted. The subjects that you have passed may be considered if they are relevant to this qualification (for example if you completed nursing 1, you can't get credits because there is no nursing in the FETC Real Estate, but if you have completed marketing this can be considered for some credit exemptions.) Check with your provider when you enroll for RPL.

**31. Where can I enroll for the FET Certificate Real Estate?**

Any accredited training provider can train the new FETC Real Estate. At this stage there are no accredited providers (accredited by the Services SETA) but this will be rectified in a few months. Consult the Services SETA web site ([www.servicseta.org.za](http://www.servicseta.org.za)) for a list of accredited providers (although this list is not always up to date). If in doubt call the Services SETA ETQA or their Property Chamber (011 715 1800). Training providers within the Services SETA cannot offer RPL and RPL providers cannot offer training. At the time of writing this document, Prior Learning Centre is the only RPL provider accredited for the new FETC Real Estate.

**32. Where can I enroll for the RPL course?**

Each provider will have its own process. Start by completing the self assessment on the Services SETA web site ([www.serviceseta.org.za](http://www.serviceseta.org.za)) and approach an accredited provider to enroll for RPL. At the time of writing this document, Prior Learning Centre is the only RPL provider accredited for the new FETC Real Estate.

**33. If I follow the RPL process, must I still go for further training?**

It is possible to obtain the full 150 credits (in other words the full FETC Real Estate) through the RPL process. In this case top-up training is not necessary. However, you may have areas where you cannot show an assessor that you are fully competent. Your assessor will tell you what unit standards you are competent in and which you are not yet competent for. You then have the choice – do you want to remediate (do a supplementary) at an additional cost OR do you want to attend training to bridge the gaps in your knowledge and be re-assessed by the training provider (also at an additional cost).

**34. I have enrolled for the FET Certificate at PUK, how does the RPL process work, when can I start with that?**

As of the effective date (see question 2), all existing, registered agents have to get the new FET Certificate Real Estate. The legislation does say that you should first attempt to earn the qualification through RPL and then attend training to bridge any gaps. But if you have started it is best to complete your studies. You do not have to do RPL and training – they are both just different ways to achieve the same qualification.

**35. I have lost all my certificates? Now what?**

You will have to show proof of relevant qualifications in order to get credits or any exemptions for certain unit standards. Without the certificates this exemption process is, unfortunately, not possible. You will then have to do resubmit evidence (answer questions) to show that you are competent.

**36. I wrote matric in Kenya (or Zimbabwe or any other country), will that count?**

Unfortunately not. You can apply to SAQA ([www.saqa.org.za](http://www.saqa.org.za)) to have your foreign certificates evaluated and mapped to the local qualifications framework. By doing this you may be able to gain some exemptions. However, the FETC Real Estate includes two official South African languages and you will at the very least have to prove competence at a second language if you have a foreign school leaving certificate.

Any two of the official languages in South Africa will be taken into consideration to get the credits towards the language fundamental unit standards – as long as you passed your matric in full.

**37. Will there still be a “Board exam”?**

The old multiple choice exam will be replaced by the Professional Designation Examination (PDE), which will be set and administered by the EAAB. The PDE will be written after you have obtained the FETC Real Estate in full (all 150 credits). If you have been a registered agent for five years or more (as at effective date – see question 2) you will be exempt from the PDE, but NOT from the FET Certificate, you still need the new qualification. If you have been a registered agent for less than 5 years then you will write the PDE once you have completed the FETC Real Estate.

**38. Who will issue certificates in future?**

The different role players issue different certificates:

- EAAB – Fidelity Fund Certificate once you have completed the FETC Real Estate and the PDE (if applicable);

- National Certificate Real Estate (FETC) – Services SETA and EAAB as certification partner
- Partial qualification FETC Real Estate – your accredited provider.

**39. Pro's & cons of the new qualification:**

**Pros:**

- More professional agents!
- Proper educational standards for the Industry!
- No more commission issues!
- Less agents, more money for you!

**Cons:**

- Will take longer for agent to start.
- Scarcity of agents, could be a problem in some areas.
- Much more costly in future to enter the industry.

**40. How will all of this be enforced in the Industry?**

- Verifiers (from the Services SETA ETQA), assessors & moderators will play a crucial role in future. ETQA will do regular site visits to accredited providers to ensure quality is maintained.
- Media will play a crucial role, EAAB and Institute will inform and educate the public as to what the new qualification entails and warn sellers and buyers about the pitfalls.
- Agents will not be able to work or get deals registered without the FET Certificate. Attorneys will only be able to deal with registered agents.
- All agents who do the qualification – either through training (study) or assessing (RPL) will ensure that all their sellers and buyers know about the new legislation!! Agents will help to regulate the Industry.

**41. Can I enrol for cluster 1 and send my colleague for cluster 2?**

No, each candidate who starts with the RPL process will be individually uploaded onto the Service SETA and the EAAB as a learner who has started. If a colleague pitches for cluster 2, there will be no information of him as a learner and he will be asked to leave. The EAAB also needs to know which agent is in the process of RPL so that they can issue FFC in the interim period up to 2011.

**42. I have done many courses: Board exam, Dip App course through IEASA, I have matric with maths, etc, and I already have 129 credits. Or maybe I have a degree? Do I have to RPL?**

It might be possible for candidates to enrol for cluster 1 with Prior Learning Centre only to find out they don't have to continue because they have enough credits OR they are exempt from the full qualification OR they only have to do cluster 1 and 2. However, you still have to do cluster one (that includes the Preparatory workshop) and all the administrative paperwork forms part of cluster 1. That is compulsory to be able to upload you to the Services SETA and the EAAB. Note that this structure is an example of the methodology followed by some providers – other providers may follow a different path.

**ABOUT RPL AND ASSESSMENT**

**43. What is Recognition of Prior Learning?**

*"Recognition of Prior Learning (RPL) is a process whereby, through assessment, credit is given to learning which has already been acquired in different ways."* SAQA Publication: Criteria and Guidelines for Assessment of NQF Registered Unit Standards & Qualifications.

RPL will allow you the opportunity to demonstrate knowledge, skills and attitude that you have acquired from previous learning (formal training, workplace learning, general life experiences, etc.).

**44. Tell me about the full qualification:**

The Further Education and Training Certificate: Real Estate is a nationally and (internationally) recognised qualification. This qualification is designed for those learners who are already involved in the field of Property and Real Estate. It is also for learners who wish to seek a career in this industry. It is registered on the National Qualifications Framework (NQF) at level 4.

**45. Explain the assessment procedure:**

This qualification can be achieved either by attending accredited training and completing structured assessments OR by simply being assessed. This process of assessment, without first attending relevant training is known as **recognition of prior learning (RPL)**. The RPL assessment will be in the format of written assignments and knowledge questions. These will be presented in a portfolio of evidence (PoE) that candidates must complete in their own time.

**46. How does RPL work?**

Note that this structure is an example of the methodology followed by some providers – other providers may follow a different path.

1. Complete the registration form. Decide if you want to RPL for the full qualification in one go or if you want to RPL module by module (there are four separate modules). Make your payment.
2. Attend a two-day preparatory workshop. Here your RPL adviser will guide you through the assessment process and explain how you should present your evidence to make it easy for your assessor to locate.
3. You will then work independently to compile a portfolio that showcases your knowledge and experience. You will be provided with an opportunity to attend regular coaching sessions to ensure that you are on track.
4. You submit your portfolio. It is assessed and you are awarded credits to match your knowledge and experience.
5. The first module has two days of contact with a facilitator in classroom (as above). The remaining three modules have one day of contact time each (ie five days in a classroom in total).

**47. What are the next steps?**

Note that this structure is an example of the methodology followed by some providers – other providers may follow a different path.

1. Fill in and return the registration documentation;
2. For registration purposes we need:
  - Completed RPL Registration form;
  - Bursary form (if applicable)
3. Provider will invoice you for payment;
4. You will be provisionally booked until payment is received – payment must be made at least two weeks before the workshop;
5. You will be informed of the venue and starting times one week prior to the workshop.

**48. Who accepts RPL?**

RPL is a legally accepted academic process introduced in South Africa in 1995 as part of the SAQA Act. Major South African companies are using RPL as part of their assessment practices. In There is no difference between the certification you will receive via RPL and the certification received by a learner who studied in the traditional way. RPL is a recognized way of gaining a qualification or credits through SAQA. However, in practice some people may not understand how RPL works and they may have questions about its validity. Prior Learning Centre can assist you to deal with these.

**49. What can I get out of RPL?**

RPL can be used for:

- Access into a formal qualification at a higher level than you would normally have accessed it without RPL (for example access into the CFP post-graduate programs at universities)
- Partial credit for a qualification – which will shorten the time that you need to complete the full qualification
- Full credit for a formal qualification (for example the Full Real Estate FETC)

**50. What are the benefits for me of RPL?**

- Better career prospects because you are better qualified
- More mobility as an employee because you will have more to show and offer a new employer
- Recognition for all the learning you have gained during your working life
- An opportunity to become certificated
- A possible shorter time to gain a qualification
- Takes away exam anxiety
- Focused on the adult learner

**51. What will I get at the end of the RPL process?**

If the registered assessor (working for an accredited provider) assesses you to be competent then you will be awarded a certificate by the certifying body (Services SETA and EAAB in this case). This will also be recorded on the National Learner Record Database (a national registry of all credits and qualifications issued).

If the assessor does not assess you as competent, you will be given a report identifying the areas that you need to address before certification can take place. You may be awarded a certificate of competence for individual unit standards.

**52. How long will it take me to RPL a full year's qualification?**

You need to produce sufficient evidence for the assessor to find you competent. The time that this takes will vary from individual to individual and from qualification to qualification. Your RPL Adviser will be better able to advise you on this matter during the Prepare Yourself for RPL Training, but you should allow a few months at least for the process.

**53. What does RPL cost?**

RPL costs vary depending on the qualification and number of unit standards and the National Qualification Framework (NQF) level. RPL will, however, not cost more than a full academic course of study. Note that this costing and structure is an example of the methodology followed by some providers – other providers may follow a different path.

Costs for Real Estate FETC (incl. VAT) are:

- R2950 for the first module

- R2350 for each of the three remaining modules

These costs are in line with the Services SETA's agreed rate for RPL costs.

## **ABOUT TRAINING TO BE AN RPL ASSESSOR**

### **54. What are the Services SETA criteria for registered assessors in Real Estate?**

1. You must have written the EAAB Board exam or have been exempted;
2. You must have a relevant tertiary qualification at least at NQF 5;
3. You should have at least three years practical Real Estate experience.

### **55. What does the Assessor training cost?**

Various accredited providers offer assessor training and from time to time the SETA may offer training to those who qualify at no charge. Contact the Services SETA to find out more.

### **56. What does NQF 5 mean?**

NQF 5 indicates the level at which a qualification is registered on the National Qualifications Framework.

### **57. Will this assessor course give me credits towards the required Real Estate qualification?**

No – The assessor training is separate and does not overlap with the real Estate qualification (no unit standards are common to both the assessor qualification and the Real Estate qualification.)

### **58. What is a Portfolio of Evidence?**

A Portfolio of Evidence is a file containing the evidence produced by the candidate;

- Consists of exercises, activities, projects and knowledge tests to support and prove your competence;
- Is cross referenced to the unit standards.

### **59. Location: where can I go?**

Please contact your local IEASA to find out if they are running "Prepare Yourself for RPL" workshops.

### **60. Useful web sites for more information:**

- [www.ieasa.org.za](http://www.ieasa.org.za) (See IEASA Regional offices as referred to in point 1)
- [www.eaab.org.za](http://www.eaab.org.za) (regulating body)
- [www.saqa.org.za](http://www.saqa.org.za) (SAQA)
- [www.serviceseta.org.za](http://www.serviceseta.org.za) (Services SETA)